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# COACHING SKILLS DIPLOMA

10 WAYS TO PROFIT  
FROM COACHING  
SKILLS



COACH SCHOOL

# 10 WAYS TO PROFIT FROM COACHING SKILLS

Coaching is an art and skill in itself and is another offer that you can add to your existing business if you have one, or you can use it to start your coaching career.

But there are a lot of other ways that coaching skills can enrich your life.

In this short report we look at 10 ways you can profit from your new coaching skills.

## THE OBVIOUS

There are some ways to apply your coaching skills that you have probably already thought of:

### **PRIVATE 1:1 COACHING**

Adding a private 1:1 coaching offering is the most obvious way for most consultants and experts to incorporate their craft into their existing business. Coaching greatly compliments your process and gives your clients support and accountability while they integrate your plans and advice.

### **GROUP COACHING**

If you have a group of clients who are all working on something similar, then you can run a group coaching program to save you having to say the same thing over and over again. This leverages your time and increases your hourly rate.

# THE LESS OBVIOUS

There are loads of other ways that you can use your coaching skills to enrich your life and make money. Here are some ways that you might not have considered...

## **IMPROVED NEGOTIATION SKILLS**

When you learn to coach, you learn how to create win-win outcomes in any scenario. This means that you can negotiate better deals on purchases and with suppliers.

## **IMPROVE YOUR CURRENT BUSINESS BY ENHANCING YOUR CLIENT EXPERIENCE**

When you realise that by changing the way your clients think and feel about their situation, you can weave that throughout the client experience. This creates more repeat business for you.

## **FIND BETTER WAYS TO HOLD CLIENTS ACCOUNTABLE**

Your reputation is based on your clients' results. By understanding coaching skills, you will have a number of ways to keep them motivated and accountable to your process, therefore they will get the results that you KNOW they could be getting if they did the work. This means a better reputation and elevation in your field as the one to watch!

## **IMPROVED COMMUNICATION SKILLS**

Learning coaching is like giving your communication skills a turbo boost. There are a myriad ways that you can enrich your life by enriching your communication. Your relationships with your family and friends, business partners, suppliers, even your day-to-day interactions will all benefit.

# THE LESS OBVIOUS cont.

## **TRANSFORM YOUR SALES PROCESS**

If sales is something that you dread or certainly don't enjoy, then coaching skills are going to transform that for you. You will soon realise that sales conversations are actually coaching conversations which means far less pressure, and greater results for you.

## **IMPROVE YOUR TEAM'S PERFORMANCE**

When you begin to coach your team, amazing things begin to happen. They become more empowered to solve problems for themselves which leaves you time and space to focus on what you are really great at - getting results for your clients and growing your impact and influence.

## **MAKE YOUR SPEAKING ENGAGEMENTS MORE LUCRATIVE**

Once you understand that making people think and feel differently is the key to transformation, you can weave that through your speaking engagements and have people lining up to learn more and work with you.

## **CREATE ENGAGING CONTENT**

Similar to the speaking opportunity above, you can use what you learn from your coaching skills to create even more engaging content to drive interest for your offerings. Rather than providing endless tips and tricks, making your audience think and feel differently about their pain points puts you in the driving seat as the professional they need.

**So there you have it... 10 Ways To Profit From Your Coaching Skills.  
What can you put into practice TODAY?**